BEFORE THE
U.S. DEPARTMENT OF TRANSPORTATION
WASHINGTON, D.C.

In the Matter of

2013/2014 U.S./ BRAZIL COMBINATION FREQUENCY PROCEEDING

Docket DOT-OST-2013-0072

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ANSWER OF THE CITY OF PHILADELPHIA
IN SUPPORT OF THE APPLICATION OF US AIRWAYS, INC.
FOR AN EXEMPTION AND FREQUENCY ALLOCATION
TO SERVE PHILADELPHIA - SÃO PAULO

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May 3, 2013
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INTRODUCTION

The City of Philadelphia (“City”) strongly supports the application by US Airways, Inc. (“US Airways”) for a route exemption and frequency allocation to operate a daily nonstop flight between São Paulo Guarulhos International Airport and Philadelphia International Airport (“PHL”). The proposed US Airways service would have a number of positive effects on the City, its region, the nation, and Brazil. Among other benefits, the proposed service would:

1) Create an all-new intercontinental gateway between Brazil and the United States to serve numerous communities and increase competition;

2) Promote trade, tourism, and the peaceful exchange of knowledge between one of America’s largest and most prominent urban destinations and a country of significant global importance and immense, growing potential
3) Strengthen Philadelphia’s large educational and finance sectors, positioning them to better compete not only in Brazil, but throughout all of South America;

4) Link America’s leading center of life sciences with the world’s fifth most populous nation, with over 200 million citizens;

5) Reinforce Philadelphia’s growing role as a commercial gateway to the world, both for passengers and cargo; and

6) Build on the enduring partnership between the City and US Airways that has brought many exciting and successful new international opportunities to Philadelphia and other points throughout the nation.

New Philadelphia-São Paulo service will benefit the people of both the United States and Brazil in their capacity as tourists, entrepreneurs, businesspeople, students, medical specialists, engineers, and researchers. Therefore, the City of Philadelphia respectfully requests that the Department of Transportation (“DOT”) grant expedited approval to US Airways’ application for nonstop daily, year-round Philadelphia-São Paulo rights.

Numerous considerations combine to demonstrate that the Philadelphia-São Paulo service proposed by US Airways will provide the maximal public benefits available in this proceeding. Each section below provides more details on these considerations.
1. PHILADELPHIA IS THE MOST POPULOUS METROPOLITAN STATISTICAL AREA STILL LACKING NONSTOP SERVICE TO BRAZIL

The Philadelphia Metropolitan Statistical Area ("Metro Area or MSA") is the fifth-most populous in the nation, exceeded only by New York, Los Angeles, Chicago and Dallas/Fort Worth (Exhibit PHL-2). It is the largest urban region served by a single airport, and the largest still lacking nonstop services to South America. Additionally, among the set of gateway cities proposed by the airlines that applied on March 4, 2013 for nonstop São Paulo service—American Airlines from Chicago and Los Angeles; Delta Air Lines from Atlanta, Detroit and New York JFK, and US Airways from Charlotte—Philadelphia is the only city without Brazil service.

The Philadelphia region’s lack of services to South America in general, and Brazil in particular, has forced the residents of the nation’s fifth largest metropolitan area to rely on other intercontinental gateways. Because of this lack of air access to restricted nations/cities, e.g., Brazil and São Paulo, Philadelphia area residents are forced to find alternative routes to South America’s most populous city and nation. As a result, Philadelphia International Airport only captures 48% of its primary catchment area traffic to São Paulo, and only 46% of its primary catchment area traffic to all of South America.¹

Philadelphia’s tourism industry and other businesses face a disadvantage in competing with similar firms in other cities. The US Airways proposal would restore a competitive balance, correct the historical aviation bias towards New York and Miami for Brazilian service, and provide the only opportunity for the Department to create a new gateway to Brazil.

¹ Philadelphia International Airport Market Share Study, 2011
2. PHILADELPHIA HAS SIGNIFICANT CULTURAL TIES TO BRAZIL

The Philadelphia region is home to almost eight thousand residents of Brazilian descent, which has supported cultural, business and tourism links between the two regions for years. In terms of this Brazilian population, Philadelphia ranks fourth among cities lacking Brazilian nonstop services, however, the three that are larger than Philadelphia – Boston, Bridgeport, CT, and San Francisco, are not applicant cities under this proceeding. A number of MSAs with smaller Brazilian populations - including Detroit and Atlanta – enjoy nonstop flights to Brazil. (Exhibit PHL-3).

The Philadelphia region’s Brazilian community, which is led by the Honorary Consul Paul Johnson, can contribute a significant “visiting-friends-and-relatives” element to the overall Philadelphia-São Paulo traffic, while inviting new business ties between the U.S. and Brazil. Brazilians represent the largest overseas Latin American travel group to Philadelphia and rank in the top 10 globally in numbers and direct expenditures per trip (Exhibits PHL-4 and PHL-5). The strong Philadelphia-Brazil ethnic ties will ensure the success of US Airways’ proposed Philadelphia-São Paulo flights, and a supportive, visible minority will benefit from better air services.

3. THE ECONOMY OF PHILADELPHIA REQUIRES AND CAN SUPPORT NONSTOP SERVICES TO BRAZIL

The economic rationale for an award of an exemption and frequencies to US Airways is compelling. Philadelphia has a large, diversified, and dynamic economy that can readily justify an award of scarce U.S.-São Paulo (and Brazil) route authority. The Greater Philadelphia region has become one of the major corporate centers in the United States. Many companies are locating or expanding facilities in the area. They are
attracted by the area's location at the center of the country's largest market, the access to transportation, the availability of medical, engineering, and business schools to supply technical talent, and the open land for industrial park development. Center City Philadelphia is still the financial, governmental, and cultural hub of the region. Concerted efforts over the last several years by government, business leaders, and concerned citizens to improve Philadelphia's reputation as a corporate host have borne fruit, and the city is continuing to be discovered as an attractive place to live and work. Many of America’s leading corporations have headquarters in the Philadelphia region. While Philadelphia ranks tenth in the nation in housing headquarters of Fortune 500 companies, it ranks third for cities without service to Brazil, and Pennsylvania is second among states without service to Brazil (Exhibits PHL-6). All of those cities tied with or exceeding Philadelphia have nonstop Brazil services and/or are not an applicant city for Brazil service in this proceeding. Philadelphia is alone among applicants in this route case in a) not having nonstop service to São Paulo, b) not having nonstop service to South America, and c) not having its hub carrier, in this case US Airways, have service from the hub and/or the guaranteed future of service from any of its hubs.

The Fortune 500 companies headquartered in Philadelphia are Aramark, Comcast, Crown Holdings, and Sunoco. Additionally, the Greater Philadelphia region houses many more Fortune 500 companies These include: DuPont in Wilmington, Delaware and SLM in Newark, Delaware; Lincoln National, Universal Health Services, UGI, and AmerisourceBergen in eastern Pennsylvania, and Campbell Soup and NRG Energy in Southern New Jersey (Exhibit PHL-7). Pennsylvania as a state with

Philadelphia as a gateway contains 23 Fortune 500 companies in total. Given the preponderance of Fortune 500 headquarters throughout the northeastern U.S. (over 26%)\(^3\) and given the Philadelphia Airport’s numerous connections to the northeastern U.S., a large part of corporate America would benefit from the US Airways proposal.

As is the case with its population, Philadelphia ranks fifth when compared with other leading cities in the United States in total personal income (Exhibit PHL-8). This places Philadelphia well above Atlanta and Detroit, and makes it the highest ranked applicant gateway without nonstop service to Brazil.

At the per capita income level, Philadelphia ranks sixth in the country, ahead of Detroit, Los Angeles, Chicago, and Atlanta (Exhibit PHL-9). Philadelphia ranks seventh when compared with the other cities in gross metro product (Exhibit PHL-10). Again, this places Philadelphia well ahead of Atlanta and Detroit and makes Philadelphia the highest ranked applicant gateway without nonstop service to Brazil.

The City is a leading financial center, outranked only by New York, Los Angeles, Chicago, and Dallas/Ft. Worth (all of which already have non-stop Brazilian service) in financial employment, with nearly 200,000 employees (Exhibit PHL-11). The financial sector will be pivotal to any expansion of U.S.-Brazil trade or investment. While modern electronic funds transfer mechanisms have greatly accelerated the pace of international business, there are no substitutes for direct negotiations, visiting the premises of a prospective partner, and shaking hands to conclude an agreement. High quality air service to one of the world’s largest, most populous, mineral-rich and economically-vibrant countries will therefore remain an absolute prerequisite for the City’s financial community to remain competitive. The realities and dynamics of

\(^3\) Ibid.
today’s international business account for the enthusiasm of the City’s financial sector for the US Airways proposal.

“The growth of Greater Philadelphia’s life sciences cluster is primarily the result of its position as a major center for the U.S. pharmaceutical industry and its strong local research infrastructure, which includes some of the nation’s top-ranked universities. The region’s eclectic mix of university research, world-renowned teaching hospitals, technology spin-out companies, and other start-ups, all interacting in a network, encourages companies to establish operations and grow in Greater Philadelphia. Underpinning all this interconnected activity is an evolving support network for entrepreneurs, including venture capitalists, high-tech absorptive capacity, and providers of professional services.” Innovations in genetic therapy, microsurgery, preventive medicine, better management of the immune system, and all other aspects of health care are occurring rapidly, spurred by an aging population, increasing costs, and the need to extend modern medicine to everyone. According to studies by the Milken Institute, Philadelphia is second among the leading centers of the life sciences industry in the U.S. in the composite index ranking the nation’s medical clusters. In addition, Philadelphia leads the nation in terms of the economic impact on Philadelphia and the growth of the industry in the region.4

Many pharmaceutical companies in the Global 500 have large operations in the Philadelphia region, including AstraZeneca, GlaxoSmithKline, and Sanofi. The life sciences industry accounts for nearly 400,000 jobs, over $20 billion in earnings, and nearly $40 billion in output in 2007.5 The health care industry relies on the rapid

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4 Milken Institute, 2009
5 Ibid.
development and dissemination of ideas, frequently by direct face-to-face contact. US Airways’ proposed Philadelphia-São Paulo flight would stimulate growth of the local life sciences industry. It would link the City’s world-class health care and research institutions with one of the world’s largest number of potential beneficiaries.

4. PHILADELPHIA IS A RAPIDLY GROWING CENTER OF INTERNATIONAL TRADE AND A LARGE EXPORTER TO BRAZIL

Philadelphia is one of America’s premier and growing gateways for international trade. Its excellent port and airport have earned the growing recognition of shippers, consignees, carriers, and freight forwarders. Since 2000, total imports and exports from Philadelphia have almost tripled (Exhibit PHL-12). Trade with Brazil is a large part of this growth, not only in the City, but across the state. Brazil is the largest Latin export nation for Philadelphia, and the second largest for imports (Exhibits PHL-13 and PHL-14). Pennsylvanian exports to Brazil have steadily grown and now exceed $2 billion annually (fourth most in the country). Brazil now ranks seventh in trading partners with the state of Pennsylvania, driven by the commonality of interests in the chemical, machinery, metal manufacturing, and mineral/ore industries. Many large Pennsylvania-based companies like US Steel, TIMET, Crown Holdings, GE Transportation and Air Products have long established joint ventures, manufacturing and production facilities in Brazil. Likewise, numerous Brazilian companies have set up shop in Pennsylvania, including Braskem, the global Brazilian petrochemical concern, which acquired Sunoco’s chemical business in 2010, Conshohocken (PA)-based meat processor Marfrig Alimentos, Wilmington,

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6 Select Greater Philadelphia
7 U.S. Census Bureau, Department of Commerce, 2012
8 Export.gov, 2011
DE-based orange juice producer, Citrosuco North America and Gerdau Ameristeel (Exhibit PHL-15 and PHL-16). As a result of this burgeoning trade, the Commonwealth of Pennsylvania has had a trade representative in Brazil since 1998.

While the City’s airport and port offer access to much of the globe, a conspicuous gap remains—lack of direct air access to South America. A US Airways Philadelphia-São Paulo daily, year-round nonstop flight would operate on US Airways’ newest and one of its largest widebody aircraft (larger than most of the applicant’s aircraft choices for this proceeding), allowing importers and exporters to benefit from a large quantity of available space, with full capabilities for containerization. The route would be particularly valuable for high value per weight or perishable items, which are often considered “air prone.” US Airways’ proposal would improve the City’s position in the high-value, high-growth South American air freight trade.

5. TOURISM IS AN IMPORTANT AND GROWING INDUSTRY IN THE GREATER PHILADELPHIA REGION

As part of President Obama’s tourist initiative launched in January, 2012, he proclaimed “Every year, tens of millions of tourists from all over the world come and visit America. And the more folks who visit America, the more Americans we get back to work. We need to help businesses all across the country grow and create jobs; compete and win. That’s how we’re going to rebuild an economy where hard work pays off, where responsibility is rewarded, and where anyone can make it if they try.”

In Philadelphia, led by the Greater Philadelphia Tourism Marketing Corporation (GPTMC), the community has put forth a massive effort over the last
decade to attract more visitors to the state and to the Philadelphia region specifically. The efforts of the GPTMC have been successful. The travel industry was estimated to have a $9.75 billion economic impact to the Greater Philadelphia Region in 2012, making tourism one of the region’s strongest economic engines. Of this impact, $6.5 billion was estimated to come from leisure travel, and the leisure travel industry created over 89,000 jobs in the region.9

In addition to Philadelphia’s traditional historic and cultural attractions that draw visitors interested in American history, visitors to Philadelphia cite the City’s easily negotiable downtown, outstanding food, and diverse cultural attractions as reasons to stay in the region.

However, with no current service to Brazil or South America—the efforts of Philadelphia to attract tourists are severely hampered when compared to other prominent U.S. cities. The proposed US Airways service will allow Philadelphia to compete with these other cities for this vital component of the City’s economy.

6. THE PHILADELPHIA REGION CONTAINS WORLD-LEADING EDUCATIONAL INSTITUTIONS

Another key attraction of the City around the globe is its cluster of world-renowned educational institutions. The City of Philadelphia is the site of leading colleges and universities, including the University of Pennsylvania and its Wharton School of Business, Temple University, and Drexel University. Additionally, Philadelphia’s surrounding area includes Princeton University, which was recently ranked in the top 10 of the world’s best universities and tied for tops in the U.S. in the acclaimed U.S. News and World Report annual survey. The University of

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9 Greater Philadelphia Tourism Marketing Corporation
Pennsylvania ranked twelfth in the world and eighth in the U.S. in the same polls. Suburban Philadelphia colleges Swarthmore, Haverford, and Bryn Mawr were all ranked in the same survey’s Top 20 Liberal Arts Colleges.\textsuperscript{10}

All told, there are over 80 colleges and universities in the Philadelphia region, making it a sought-after destination for foreign students. Brazil has over 14,000 enrolled international students in the U.S., and Pennsylvania ranks seventh for the greatest number of international student enrollment by state. (Exhibit PHL-17).

7. **PHILADELPHIA INTERNATIONAL AIRPORT IS THIS REGION’S GREATEST ECONOMIC ENGINE**

The City has long recognized the importance of aviation and its international airport in helping to drive the regional economy to prosper and grow. From PHL’s founding in 1925 as a training facility for the Pennsylvania National Guard, the Airport has continually expanded to meet the needs of the growing economy in the region. The Airport, which is self-sustaining and does not use any local tax dollars, is one of Pennsylvania’s major economic engines, generating $14.4 billion annually into the region’s economy, accounting for 141,000 jobs including 22,000 directly at PHL.

In 2012, some 30.2 million passengers traveled through PHL. The Airport was the 10\textsuperscript{th} busiest in North America in operations with 433,000 aircraft take offs and landings. Some 389,000 metric tons of cargo was carried on commercial airlines and a half-dozen cargo carriers at PHL.\textsuperscript{11}

The City’s continuing investments in the Airport testify to the importance of increasing air links (Exhibits PHL-18 and PHL-19). Since 2001, the Airport has

\textsuperscript{10} U.S. News and World Report, 2012  
\textsuperscript{11} Philadelphia International Airport
expanded its boarding gates by 89% from 67 to 126. Of note, Terminal F (opened in 2001) added 38 gates for commuter aircraft and regional jets. A hammerhead extension to Terminal D (opened in 2003) added four gates. The Terminal E expansion (opened in 2010) added 4 new gates, a 500-seat waiting area, new concessions and new restrooms.

US Airways’ proposed Philadelphia-Sao Paulo flight will be facilitated in the spectacular International Terminal A-West, which was opened in May 2003 (Exhibits PHL-20 to PHL-23). The impressive $550 million terminal is a four-level, 800,000 square-foot facility with 13 new international gates, 26,000 square feet of concession space, and exciting original artwork. A dynamic part of the terminal is a spacious Arrivals Hall that functions as the welcome point for arriving passengers. The building serves as the cornerstone and grand entrance to the Airport, and provides the first look at Philadelphia for international travelers. The terminal's expanded federal inspection facilities have greatly improved the arrival experience for international passengers and are acclaimed for being among the easiest and most pleasant to transit when entering the United States. Terminal A-West stands ready to welcome its first passengers from South America in 2014.

Other major capital improvements of note are: The $341 million Terminal D/E Expansion. This multi-phased project includes the D/E Connector (opened in 2008) featuring a 14-lane security checkpoint equipped with state-of-the-art screening technology, 15 food, beverage and retail shops, and a connecting concourse that enables passengers to access Terminals D and E without having to go through security screening a second time; a newly combined 9,000 square foot D/E baggage claim (opened in 2010) featuring 2 new carousels and new restrooms, a new
combined ticketing area with 23 counters and expanded public circulation space (estimated completion Fall 2013). A new deicing facility (opened in 2002) was built to streamline aircraft deicing operations and meet strict environmental standards, and a new firefighting training center (opened in 2002) began operations.

In 2009, the City also commissioned a new runway extension. Runway 17/35 was extended by 1,400 feet to 6,500 feet, which allows larger jets to use the runway. The $75 million project improves the operational capability of the Airport, easing congestion during peak times and poor weather. The flexibility that the extended runway provides is estimated to save $38 million per year in delays to travelers, as well as $24 million per year in operational costs to the City.

In 2011, work began on the $117 million renovation of Terminal F. The project, estimated completion 2015, includes a brand new central hub with new concessions, centralized airline facilities, and more space, a new baggage claim, a new security checkpoint with double the number of screening lanes with advanced screening technology and a secure-side connector enabling passengers to travel from Terminal A to Terminal F without having to leave the secure area.

While the City has made huge strides in obtaining services to new destinations in the U.S., Caribbean, and Europe, the current restrictive bilateral agreements that still govern access to the largest and most important South American metropolis, São Paulo, remain as impediments. The current route case proceeding offers the City a unique chance to benefit from several decades of time and expense in developing the best possible airport.
8. US AIRWAYS AND THE CITY OF PHILADELPHIA HAVE A CLOSE AND EFFECTIVE PARTNERSHIP

The City and US Airways have a lengthy history of teamwork. As the hub carrier at PHL, US Airways plays a pivotal role in the development of domestic and international services for the City and has developed PHL as its premier international gateway. Through its continuing development of PHL and its support of US Airways’ application, the City reaffirms this partnership.

Transatlantic services best reflect the success of the US Airways-Philadelphia partnership. In 1990, Philadelphia was a “mature” transatlantic destination, with over 30 years of continuous service. Growth had shifted to other hubs, particularly Atlanta, Chicago, and Dallas/Fort Worth. But the US Airways decision to develop PHL as its premier transatlantic gateway initiated 15 years of remarkable growth. Expanding upon this growth in dramatic fashion, Philadelphia-Europe traffic in 2012 was four times its 1995 value, and US Airways contributed the vast majority of this growth. The City’s growth as a gateway to Europe is a powerful illustration of how new nonstop services, and the City’s new International Terminal, can ignite the growth of previously under-served markets.

The transatlantic experience also demonstrates the capabilities of the partnership between US Airways and Philadelphia. The City expects that US Airways’ proposed Philadelphia-São Paulo service will build upon and reinforce this pattern of success. City residents and visitors have been quick to support US Airways’ air service innovations. Exhibit PHL-24 highlights the City’s dramatic response to US Airways’ buildup. It shows the percentage change in O&D passengers between Philadelphia and selected European gateways, between the year immediately before
and the year immediately after nonstop service was commenced. The extremely high growth rates of O&D traffic show that the local population welcomes new international air service. This growth results from passengers shifting from foreign carriers that offer online connections to U.S. carriers, primarily US Airways; a reduced “leakage” of passengers to New York City airports; and market stimulation. In every case, new nonstop service from Philadelphia brought an abrupt change in passenger behavior. The proposed Philadelphia-São Paulo service will see an equally rapid acceptance by the market. In fact, because São Paulo will be the first flight to a new continent from Philadelphia, the market growth rate is likely to be even higher than the current trends for US Airways' transatlantic expansion.

**SUMMARY**

The threshold question of this Proceeding is: *For the scarce U.S.-Brazil rights to be assigned, which, among many worthy alternatives, offer the greatest public benefit?* The City of Philadelphia is convinced that the US Airways application, for rights to offer a daily, year-round Philadelphia-São Paulo service in 2014, offers a unique and unsurpassed combination of public benefits.

Specifically, US Airways is making the only proposal that would create an altogether new gateway from the U.S and increase competition in the U.S.-Brazil market. The City—more populous and influential than many other cities that already enjoy nonstop service to South America—meets all the prerequisites for a successful service, yet now faces circuitous routings to Brazil. The service, linking the site of our Declaration of Independence to the historical focus city of the world’s fifth populous nation and the site of many major world events including the 2014 World Cup and the
2016 Summer Olympics, would make the City a new U.S.-Brazil gateway for air service, adding to its status as a well-established gateway for investment capital, knowledge, culture, and ideas.

The City’s ethnic Brazilian population, is tangible evidence of the strong community of interest that will benefit from, and, in turn, support US Airways’ proposed flight. The City’s long partnership with US Airways has proven the capabilities of the two entities to work together to give Americans a radically strengthened gateway. The success of the expanding Philadelphia-Europe service has proven the City as an independent international gateway. The City’s residents and visitors have quickly accepted improved air services. Award of Philadelphia-São Paulo rights to US Airways will enable this partnership to flourish to South America as well, generating widespread benefits to the City, its neighboring region, the Commonwealth of Pennsylvania, the United States, and Brazil. The City is convinced that no other proposal submitted to the Department offers similar benefits, or so closely meets the needs of so many stakeholders. Regardless of the outcome of the US Airways/American merger, the case for an award to US Airways for Philadelphia-São Paulo service is extremely compelling. Without the award, Philadelphia has no non-stop Brazilian service of its own, and online hub carrier access might be in jeopardy as well. The application offers the Department an opportunity to make a truly groundbreaking allocation that will set the pattern of U.S - Brazil air services and promote the transition to full Open Skies.

The City therefore respectfully requests that the Department of Transportation
proceed with dispatch to award US Airways the 2014 exemption along with the frequencies to offer a daily, year-round nonstop flight between Philadelphia and São Paulo.

Respectfully Submitted,

Rina Cutler
Deputy Mayor, Transportation & Utilities
City of Philadelphia

Mark Gale, A.A.E.
Chief Executive Officer
Philadelphia International Airport
CERTIFICATE OF SERVICE

I hereby certify that on May 3, 2013, a copy of the Answer of the City of Philadelphia was served via e-mail on each of the following:

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Mark Gale, A.A.E.

DATED: May 3, 2013
DIRECT EXHIBITS OF THE ANSWER OF THE CITY OF
PHILADELPHIA
TO THE APPLICATION OF US AIRWAYS
Testimony of Philadelphia Mayor Michael A. Nutter

CITY OF PHILADELPHIA

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April 26, 2013

The Honorable Ray LaHood
Secretary
U.S. Department of Transportation
1200 New Jersey Avenue, SE
Washington, DC 20590

Re: Application of US Airways

Dear Secretary LaHood:

The City of Philadelphia strongly supports the bid of US Airways, Inc. ("US Airways") for the authority to launch nonstop Philadelphia-Sao Paulo service in 2014. Currently, the City of Philadelphia is at the center of the largest metropolitan statistical area in the United States without nonstop service to Brazil and, or South America. The US Airways proposed route would fill this significant gap in international air service and generate enormous public benefit throughout our region. We respectfully urge you to grant the US Airways application in order to achieve balance in international air service at US Airways international gateway in Philadelphia.

The US Airways proposed Philadelphia-Sao Paulo route offers a faster, more direct and more convenient connection from the Philadelphia region to Brazil, a nation of increasing importance and limitless potential in the global marketplace. Philadelphia is a leader in a broad range of industries particularly manufacturing, services and education, and serves as home to many of the world’s pharmaceutical and chemical giants. This new air service connection would enable the region’s economy to further expand with enhanced access to Brazil and the South American continent. The new route would also open tourism doors from South America to America’s birthplace and its many unique attractions such as the Liberty Bell, Independence Hall and the National Constitution Center. It would also spur travel among Philadelphia’s robust Brazilian population and their homeland.

Philadelphia has long recognized the importance of international air service to its development and fully welcomes the positive impact of flights to Brazil. Philadelphia International Airport accounts for more than 141,000 jobs and generates an impact of over $14 billion to the region’s economy, with our international flights generally promoting higher-value trade and tourism than our domestic flight service. Because the vast majority of Philadelphia-Sao Paulo passengers currently use other airports, the US Airways proposed service will exponentially increase the economic benefits to our region.
In fact, the US Airways Philadelphia-Sao Paulo service is actually the only proposed U.S.-Brazil route that would establish a new Brazil gateway in the United States.

Since the mid-1990s, US Airways and Philadelphia have demonstrated a successful partnership yielding great public benefits, as they have worked together to expand the City’s international air service. Traffic between Philadelphia and Europe has grown a multiple of four over that period, to over two million passengers annually. New US Airways service accounted for nearly 90% of this increase, aided by the City’s opening of a state of the art international terminal in 2003. We are confident that the proven working relationship between the City and US Airways will allow Philadelphia to become the next key gateway connecting the United States and Brazil, and that the Sao Paulo route will be the first step in establishing this gateway.

Thank you for your consideration. I appreciate the opportunity to convey the support of the City of Philadelphia, its citizens and its businesses in a matter of such promise.

Sincerely,

Michael A. Nutter
Mayor

cc: Stephen Johnson, Executive Vice President, Corporate and Government Affairs
Rina Cutler, Deputy Mayor, Transportation and Utilities, City of Philadelphia
Alan Greenberger, Deputy Mayor, Economic Development and Director of Commerce, City of Philadelphia
Mark Gale, Chief Executive Officer, Philadelphia International Airport
Philadelphia is the 5th Largest Metro Area in the U.S., but is the Largest Without Non-Stop Service to Brazil

Population by MSA (2012)

Source: U.S. Census Bureau via Select Greater Philadelphia, Innovata Schedules via Diio Online Portal 2013
Philadelphia Ranks Higher than Atlanta and Detroit* in Terms of Brazilian Population

Top Brazilian Populations by MSA (2011)

*Detroit does not rank in Top 15 Brazilian populations

Source: U.S. Census Bureau, American FactFinder Official Airline Guide 2013
Brazil is the Largest Overseas Latin American Traveler Market to Philadelphia

Latin American Overseas Travelers to PHL (2011)

Brazil Ranks in the Top 10 Overseas Visitor Expenditures for Philadelphia


$1,400
$1,200
$1,000
$800
$600
$400
$200
$0

Pennsylvania Ranks 2nd Among Fortune 500 Headquarters States With No Nonstop Service to Brazil

Largest Fortune 500 States (2012)

Source: Select Greater Philadelphia, Fortune Magazine 2012
# Fortune 500 Companies Headquartered in Greater Philadelphia

<table>
<thead>
<tr>
<th>COMPANY</th>
<th>RANK</th>
<th>REVENUE ($M)</th>
</tr>
</thead>
<tbody>
<tr>
<td>AmerisourceBergen</td>
<td>29</td>
<td>80,217</td>
</tr>
<tr>
<td>Comcast</td>
<td>49</td>
<td>55,842</td>
</tr>
<tr>
<td>Sunoco</td>
<td>61</td>
<td>45,765</td>
</tr>
<tr>
<td>DuPont</td>
<td>72</td>
<td>38,719</td>
</tr>
<tr>
<td>Aramark</td>
<td>204</td>
<td>13,245</td>
</tr>
<tr>
<td>Lincoln National</td>
<td>247</td>
<td>10,636</td>
</tr>
<tr>
<td>NRG Energy</td>
<td>284</td>
<td>9,079</td>
</tr>
<tr>
<td>Crown Holdings</td>
<td>296</td>
<td>8,644</td>
</tr>
<tr>
<td>Campbell Soup</td>
<td>334</td>
<td>7,719</td>
</tr>
<tr>
<td>Universal Health Services</td>
<td>339</td>
<td>7,534</td>
</tr>
<tr>
<td>UGI</td>
<td>403</td>
<td>6,091</td>
</tr>
<tr>
<td>SLM</td>
<td>426</td>
<td>5,756</td>
</tr>
<tr>
<td>SunGard Data Systems</td>
<td>480</td>
<td>4,991</td>
</tr>
</tbody>
</table>

*Source: Select Greater Philadelphia, Fortune Magazine 2012*
Philadelphia Ranks 5th for Total Personal Income and is the Largest Metro Area Without Nonstop Service to Brazil

Top MSA's Ranked by Total Personal Income (2012)

Source: IHS Global Insight via Select Greater Philadelphia
Philadelphia Ranks 6th for Income Per Capita Among Top U.S. Metro Areas

Top MSA’s Ranked by Income Per Capita (2012)

Source: IHS Global Insight via Select Greater Philadelphia
Philadelphia Ranks 7th for Gross Metro Product and is the Largest Metro Area Without Nonstop Service to Brazil

Top MSA's by Gross Metro Product (2012)

Source: IHS Global Insight via Select Greater Philadelphia
Philadelphia Ranks 5th in the Nation for Financial Employment and is the Largest Applicant City in this Route Proceeding

Top MSA’s by Employment in Financial Sector (2012)

Source: IHS Global Insight via Select Greater Philadelphia
Philadelphia has Witnessed Major Growth in International Trade Since 2000

Global Imports/Exports from Philadelphia

Source: U.S. Department of Commerce, Bureau of the Census, Foreign Trade Division via Select Greater Philadelphia
Brazil Ranks as the Largest Export Market from Philadelphia Among Latin American Countries

Top Latin American Countries by Exports from Philadelphia (2011)

Source: U.S. Department of Commerce, Bureau of the Census, Foreign Trade Division via Select Greater Philadelphia
Brazil is the Largest South American Country for Imports to Philadelphia

Top Philadelphia Latin American Importing Countries (2011)

Source: U.S. Department of Commerce, Bureau of the Census, Foreign Trade Division via Select Greater Philadelphia
There are Significant Corporate Links Between Philadelphia and Brazil by Multi-National Companies

Multi-National Companies with a HQ or a Major Presence in the Greater Philadelphia Region & Brazil

<table>
<thead>
<tr>
<th>Company Name</th>
<th>Company Name</th>
<th>Company Name</th>
</tr>
</thead>
<tbody>
<tr>
<td>Unisys Corporation</td>
<td>Quaker Chemical Corporation</td>
<td>Subaru Of America, Inc.</td>
</tr>
<tr>
<td>Dow Chemical (Formerly Rohm And Haas)</td>
<td>Thomson Healthcare &amp; Science</td>
<td>Synthes, Inc.</td>
</tr>
<tr>
<td>Gardner Denver, Inc.</td>
<td>AmerisourceBergen Corporation</td>
<td>Astrazeneca Pharmaceuticals Lp</td>
</tr>
<tr>
<td>Amec Earth &amp; Environmental, Inc.</td>
<td>Berlitz Languages, Inc.</td>
<td>Balfour Beatty, Inc.</td>
</tr>
<tr>
<td>Arkema Inc.</td>
<td>Crown Holdings, Inc.</td>
<td>Citicorp Banking Corporation</td>
</tr>
<tr>
<td>FMC Corporation</td>
<td>Quest Diagnostics Clinical Laboratories, Inc.</td>
<td>Communications Test Design, Inc.</td>
</tr>
<tr>
<td>Knoll, Inc.</td>
<td>Saint-Gobain Corporation</td>
<td>Covance Inc.</td>
</tr>
<tr>
<td>SAP America, Inc.</td>
<td>SCA Americas Inc.</td>
<td>Ikon Office Solutions, Inc.</td>
</tr>
<tr>
<td>E. I. Du Pont De Nemours And Company</td>
<td>Siemens Medical Solutions Health Services Corporation</td>
<td>VWR International, Llc</td>
</tr>
<tr>
<td>Johnson Matthey Inc.</td>
<td>Sps Technologies, Llc</td>
<td></td>
</tr>
</tbody>
</table>
Brazilian-Owned Companies Play a Significant Role in Philadelphia

Brazilian Companies with presence in Greater Philadelphia Region

<table>
<thead>
<tr>
<th>ActMinds</th>
<th>Ci&amp;T</th>
<th>Keystone Foods</th>
</tr>
</thead>
<tbody>
<tr>
<td>Braskem (formerly Sunoco Chemicals)</td>
<td>Citrosuco North America, Inc.</td>
<td></td>
</tr>
</tbody>
</table>
The Commonwealth of Pennsylvania Ranks 7th for International Student Enrollment by State

International Student Enrollment by State (2009)

Source: Institute of International Education via Select Greater Philadelphia
Philadelphia International Airport Has Undertaken and Completed Over $1 Billion in Capital Improvement Efforts Since 2001, Expanding the Facility by 59 Gates

Recent Expansion and Improvement Projects at Philadelphia International Airport

<table>
<thead>
<tr>
<th>PROJECT</th>
<th>COMPLETION</th>
</tr>
</thead>
<tbody>
<tr>
<td>$100M Commuter Terminal F</td>
<td>June 2001</td>
</tr>
<tr>
<td>Added 38 Gates and 185,000 Square Feet</td>
<td></td>
</tr>
<tr>
<td>$17M Ramp Control Tower</td>
<td>November 2001</td>
</tr>
<tr>
<td>$10M Fire Fighting Training Facility</td>
<td>May 2002</td>
</tr>
<tr>
<td>$53M Deicing Facility</td>
<td>June 2002</td>
</tr>
<tr>
<td>$20M Terminal D Hammerhead Expansion</td>
<td>June 2002</td>
</tr>
<tr>
<td>Added 4 Gates</td>
<td></td>
</tr>
<tr>
<td>$550M International Terminal A-West</td>
<td>May 2003</td>
</tr>
<tr>
<td>Added 13 Gates and 1,100,000 Square Feet</td>
<td></td>
</tr>
<tr>
<td>$70M Runway Extension</td>
<td>February 2009</td>
</tr>
<tr>
<td>Will Decrease Delays and Save $62M per Year</td>
<td></td>
</tr>
<tr>
<td>$341 Expansion to Terminal D and E Connector</td>
<td>Phased 2008-2013</td>
</tr>
<tr>
<td>$45M Terminal E Expansion</td>
<td>2010</td>
</tr>
<tr>
<td>Added 4 Gates</td>
<td></td>
</tr>
<tr>
<td>$117M Terminal F Improvement Project</td>
<td>Est. 2015</td>
</tr>
</tbody>
</table>

Source: Philadelphia Airport

Philadelphia International Airport in 2003
Terminal A-West Eases International Travelers Both Into and Out of the Country with 60 Check-In Positions in the Expansive Ticket Lobby and 56 Passport Booths

Philadelphia International Airport Terminal A-West Ticket Lobby
Terminal A-West’s Sweeping Architecture Covers Four Levels, Spreads Over 800 Thousand Square Feet, and Contains Award-Winning Concessions

Philadelphia International Airport Terminal A-West Concourse
Philadelphia’s International Arrivals Hall Welcomes Visitors with Quotes from the Seminal Piece of American Literature, the Declaration of Independence

Philadelphia International Airport Terminal A-West Arrivals Hall
US Airways Market Entry Facilitated Extraordinarily High Levels of Stimulation Every Time New International Service Was Added at Philadelphia

<table>
<thead>
<tr>
<th>AIRPORT</th>
<th>LOCAL O&amp;D MARKET STIMULATION</th>
<th>SERVICE START</th>
</tr>
</thead>
<tbody>
<tr>
<td>Barcelona</td>
<td>220%</td>
<td>2005</td>
</tr>
<tr>
<td>Brussels</td>
<td>273%</td>
<td>2007</td>
</tr>
<tr>
<td>Dublin</td>
<td>317%</td>
<td>2003</td>
</tr>
<tr>
<td>Lisbon</td>
<td>909%</td>
<td>2006</td>
</tr>
<tr>
<td>Madrid</td>
<td>313%</td>
<td>1996</td>
</tr>
<tr>
<td>Manchester</td>
<td>268%</td>
<td>2000</td>
</tr>
<tr>
<td>Munich</td>
<td>538%</td>
<td>1996</td>
</tr>
<tr>
<td>Rome</td>
<td>441%</td>
<td>1996</td>
</tr>
<tr>
<td>Tel Aviv</td>
<td>555%</td>
<td>2009</td>
</tr>
<tr>
<td>Venice</td>
<td>378%</td>
<td>2005</td>
</tr>
<tr>
<td>Zurich</td>
<td>214%</td>
<td>2007</td>
</tr>
</tbody>
</table>

U.S. Department of Transportation, via Diio Online Portal
Support Letters

- Councilman Darrell L. Clarke, President, Philadelphia City Council
- Councilman Kenyatta Johnson, 2nd District, Philadelphia City Council
- Pennsylvania State Senator Lawrence Farnese, Jr. 1st District
- Debra P. DiLorenzo, President and CEO, Chamber of Commerce of Southern New Jersey
- Ernest J. Dianastasis, Managing Director, Computer Aid, Inc. (CAI)
- Jack Ferguson, President & CEO, Philadelphia Convention & Visitors Bureau
- John A. Fry, President, Drexel University
- Matthew P. Cabrey, Global Corporate Affairs & Community Partnerships, Shire Pharmaceuticals
- Meryl Levitz, President & CEO, Greater Philadelphia Tourism Marketing Corp (GPTMC)
- Peter M. Grollman, Vice President Government Affairs, Community Relations and Advocacy, The Children’s Hospital of Philadelphia (CHOP)
- Roger LaMay, General Manager, 88.5 WXPN Philadelphia
- Thomas J. Lynch, Chairman and Chief Executive Officer, TE Connectivity
- Varsovia Fernandez, President and CEO, Greater Philadelphia Hispanic Chamber of Commerce

Additional support letters will be submitted through supplemental filings to DOT Docket OST-2013-0072
April 30, 2013

The Honorable Ray LaHood
Secretary
U.S. Department of Transportation
1200 New Jersey Avenue, SE
Washington, DC 20590

Re: Application of US Airways

Dear Secretary LaHood:

On behalf of the City of Philadelphia, I wish to support the US Airways application for the frequencies to offer a daily Philadelphia – Sao Paulo service. The proposed service – Philadelphia’s first to both Brazil and South America -- would provide a direct connection between Philadelphia, the nation’s 5th largest metropolitan area and a major business center on the East Coast, and Brazil, a nation of increasing stature in the global marketplace.

Currently, the Philadelphia region is the largest metropolitan area in the United States without scheduled nonstop service to South America. Home to a wealth of Fortune 500 companies and businesses in a broad range of industries, Greater Philadelphia would covet nonstop air service to a major South American marketplace such as Brazil. Filling this significant gap in international air service would be a tremendous boost to the many global businesses in the Philadelphia region as well as industries and businesses that benefit from international visitors and travel.

The establishment of nonstop air service between Philadelphia – San Paulo would be significant for our region’s tourism industry. Greater Philadelphia would become a port of entry for a growing number of visitors from South America, who would have unprecedented access to America’s birthplace and one of our nation’s most culturally and historically rich regions. The proposed nonstop service would be a major improvement over the current connections over intermediate hubs or travel by surface to and from the airports of New York City.
As residents of the Greater Philadelphia region, we take great pride in the evolution of our community. As the site for the signing of the Declaration of Independence, Philadelphia has played a disproportionately significant role in the growth of our nation. The City’s vigorous pursuit of ties to Brazil, our large international student population, and the increasing interest of the region’s businesses in South America, symbolize a cosmopolitan and global focus that we believe will strengthen both our economic and cultural position in the world. The US Airways Philadelphia – Sao Paulo service would be the most tangible evidence of Greater Philadelphia’s emergence as a center of international excellence. It also represents a dramatic benefit enabled by the large public investments in Philadelphia International Airport, especially the International terminal, which opened in 2003.

The US Airways proposal, making Philadelphia International Airport America’s newest gateway, would extend to this region the benefits that other regions of the country have enjoyed for years. We respectfully submit that the major economic benefits to our community and the United States justify an expeditious approval of the US Airways application.

Thank you for the opportunity to contribute to a matter of such importance for the greater Philadelphia business community.

Sincerely,

Darrell L. Clarke, President
Philadelphia City Council

DLC/dmc
cc:  Stephen Johnson, Executive Vice President, Corporate and Government Affairs, US Airways
     Rina Cutler, Deputy Mayor, Transportation and Utilities, City of Philadelphia
     Alan Greenberger, Deputy Mayor, Economic Development and Director of Commerce, City of Philadelphia
     Mark Gale, Chief Executive Officer, Philadelphia International Airport
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Secretary
U.S. Department of Transportation
1200 New Jersey Avenue, SE
Washington, DC 20590

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Thank you for the opportunity to contribute to a matter of such importance for the greater Philadelphia business community.

Sincerely,

[Signature]

Councilman Kenyatta Johnson
Philadelphia City Council, 2nd District

Cc: Stephen Johnson, Executive Vice President, Corporate and Government Affairs, US Airways
    Rina Cutler, Deputy Mayor, Transportation and Utilities, City of Philadelphia
    Alan Greenberger, Deputy Mayor, Economic Development and Director of Commerce, City of Philadelphia
    Mark Gale, Chief Executive Officer, Philadelphia International Airport
April 26, 2013

The Honorable Ray LaHood
Secretary
U.S. Department of Transportation
1200 New Jersey Avenue, SE
Washington, DC 20590

Re: Application of US Airways

Dear Secretary LaHood:

On behalf of the City of Philadelphia, I wish to support the US Airways application for the frequencies to offer a daily Philadelphia – Sao Paulo service. The proposed service – Philadelphia’s first to both Brazil and South America – would provide a direct connection between Philadelphia, the nation’s 5th largest metropolitan area and a major business center on the East Coast, and Brazil, a nation of increasing stature in the global marketplace.

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The US Airways proposal, making Philadelphia International Airport America's newest gateway, would extend to this region the benefits that other regions of the country have enjoyed for years. We respectfully submit that the major economic benefits to our community and the United States justify an expeditious approval of the US Airways application.

Thank you for the opportunity to contribute to a matter of such importance for the greater Philadelphia business community.

Sincerely,

[Signature]

Cc: Stephen Johnson, Executive Vice President, Corporate and Government Affairs, US Airways
Rina Cutler, Deputy Mayor, Transportation and Utilities, City of Philadelphia
Alan Greenberger, Deputy Mayor, Economic Development and Director of Commerce, City of Philadelphia
Mark Gale, Chief Executive Officer, Philadelphia International Airport
May 3, 2013

The Honorable Ray LaHood
Secretary
U.S. Department of Transportation
1200 New Jersey Avenue, SE
Washington, DC 20590

Re: Application of US Airways

Dear Secretary LaHood:

I am writing to you today to encourage the Department of Transportation to approve the request by US Airways to provide service between Philadelphia and Sao Paulo, Brazil. Connecting these two regions will ensure that air travel options keep pace with the rapid development of commerce between businesses in our region and our counterparts in Brazil.

In the past decade, Brazil has emerged as one of New Jersey’s top trading partners in the world. Our state exports over $800 million in goods to Brazil, up from $300 million in 2006. In fact, New Jersey’s total commerce with Brazil ranks 12th among U.S. states according to a recent report.

Despite this incredible recent growth, South Jersey travelers do not have convenient access to non-stop airline service to Sao Paulo. The Philadelphia metropolitan area is the largest in the nation without access non-stop flights to Brazil. In fact, we have no direct passenger access to South America at all.

Philadelphia International Airport is an important driver of economic development in our region and passenger flight service will help our businesses benefit from this growing new market. It will also better connect the world to all that the Philadelphia region and South Jersey have to offer.

Please feel free to reach out to me if you have further questions. I hope you will join me in supporting this exciting new opportunity. Thank you for the opportunity to present our views on this important issue.

Sincerely,

[Signature]

Debra P. DiLorenzo
President & CEO
May 3, 2013

The Honorable Ray LaHood
Secretary
U.S. Department of Transportation
1200 New Jersey Avenue, SE
Washington, DC 20590

Re: Application of US Airways

Dear Mr. Secretary:

On behalf of CAI and its 3,300 I am writing to support US Airways’ application for the frequencies to offer a daily non-stop Philadelphia – Sao Paulo service. The proposed service – Philadelphia’s first to both Brazil and South America, would help our region’s businesses participate in the fast-growing Brazilian market. Greater Philadelphia’s tourism industry would also benefit, as the region would become a port of entry for a growing number of foreign visitors from South America. The proposed nonstop service would be a major improvement over the current connections through intermediate hubs or travel by surface to and from the airports of New York City.

As the site for the Declaration of Independence, Philadelphia has played a disproportionately large role in the growth of our nation. The region’s vigorous pursuit of ties to Brazil, our large international student population at our 101 colleges and universities, and the growing activities of the region’s businesses in South America, symbolize a more cosmopolitan and global reach that will enrich our economic growth and culture. The US Airways Philadelphia – Sao Paulo service would help build business and cultural ties between these two important international markets. It also represents a dramatic benefit enabled by the large public investments in the Philadelphia International Airport, especially the International terminal, which opened in 2003.

The US Airways proposal, making Philadelphia International Airport America’s newest Brazilian gateway, would extend to this region the benefits that other regions of the country have enjoyed for years. Greater Philadelphia is the fifth largest metropolitan area in the United States and the largest without scheduled nonstop service to South America. We respectfully submit that the major economic benefits to our community and the United States justify an expeditious approval of the US Airways application.

Thank you for the opportunity to contribute to a matter of such importance for the greater Philadelphia business community.

Sincerely,

Ernest J. Diagestasis
Managing Director

C: Mark Gale, CEO, Philadelphia International Airport, 8000 Essington Avenue, Philadelphia, PA 19153
   Steve Johnson, EVP Government Affairs, US Airways, 111 West Rio Salado Parkway, Tempe, AZ 85281
May 1, 2013

The Honorable Ray LaHood
Secretary
U.S. Department of Transportation
1200 New Jersey Avenue, SE
Washington, DC 20590


Dear Secretary LaHood:

On behalf of the Philadelphia Convention & Visitors Bureau board of directors and 900 member businesses, I wish to support the US Airways application for the frequencies to offer a daily Philadelphia – Sao Paulo service. The proposed service – Philadelphia’s first to both Brazil and South America -- would provide a direct connection between Philadelphia, the nation’s 5th largest metropolitan area and a major business, convention and tourism center on the East Coast, and Brazil, a nation of increasing stature in the global marketplace.

Currently, the Philadelphia region is the largest metropolitan area in the United States without scheduled nonstop service to South America. Home to a wealth of Fortune 500 companies and businesses in a broad range of industries, Greater Philadelphia would covet nonstop air service to a major South American marketplace such as Brazil. Filling this significant gap in international air service would be a tremendous boost to the many global businesses in the Philadelphia region as well as industries and businesses that benefit from international visitors and travel.

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The US Airways proposal, making Philadelphia International Airport America’s newest gateway, would extend to this region the benefits that other regions of the country have enjoyed for years. We respectfully submit that the major economic benefits to our community and the United States justify an expeditious approval of the US Airways application.

Thank you for the opportunity to contribute to a matter of such importance for the greater Philadelphia business community.

Sincerely,

Jack Ferguson
President & CEO
Philadelphia Convention & Visitors Bureau

Cc: Stephen Johnson, Executive Vice President, Corporate and Government Affairs, US Airways
Rina Cutler, Deputy Mayor, Transportation and Utilities, City of Philadelphia
Alan Greenberger, Deputy Mayor, Economic Development and Director of Commerce, City of Philadelphia
Mark Gale, Chief Executive Officer, Philadelphia International Airport
May 6, 2013

The Honorable Ray LaHood
Secretary
U.S. Department of Transportation
1200 New Jersey Avenue, SE
Washington, DC 20590

Dear Mr. Secretary:

Re: Application of US Airways

On behalf of Drexel University, I am writing to support US Airways’ application for the frequencies to offer a daily non-stop Philadelphia – Sao Paulo service. The proposed service – Philadelphia’s first to both Brazil and South America, would help our region’s businesses participate in the fast-growing Brazilian market. The proposed nonstop service would be a major improvement over the current connections through intermediate hubs or travel by surface to and from the airports of New York City.

Recently, I had the pleasure of accompanying the Governor of Pennsylvania, the Honorable Tom Corbett, on a trade mission with Brazil and Chile. During this trip, Drexel University was extremely proud to have signed formal memorandums of understanding (MOUs) with three separate universities located in Brazil - Pontificia Universidade Catolica do Rio de Janeiro (PUC, Rio); University of Sao Paulo; and the Universidade Federal de Santa Catarina (UFSC). These MOUs will facilitate the exchange of students and encourage increased cooperative research efforts between our university and these partners located in Brazil. Having improved service to Sao Paulo will only serve to enhance the anticipated benefits arising to our university and, in turn, the entire region, that result from these agreements.

Therefore, it is without hesitation that I respectfully submit that the major economic benefits to our community and the United States justify an expeditious approval of the US Airways application. Thank you for the opportunity to contribute to a matter of such importance for the greater Philadelphia business community, and please feel free to contact me directly about my unequivocal support for this application.

Sincerely,

John A. Fry
President

cc: Mark Gale, CEO, Philadelphia International Airport, 8000 Essington Avenue, Philadelphia, PA 19153
    Steve Johnson, EVP Government Affairs, US Airways, 111 West Rio Salado Parkway, Tempe, AZ 85281
May 3, 2013

The Honorable Ray LaHood
Secretary
U.S. Department of Transportation
1200 New Jersey Avenue, SE
Washington, DC 20590

Re: Application of US Airways

Dear Mr. Secretary:

On behalf of Shire and our nearly 1,000 employees who live and work in the greater Philadelphia region and our nearly 100 employees who live and work in South America, I am writing to support US Airways’ application to offer a daily non-stop service from Philadelphia to Sao Paulo, Brazil. This proposed service – Philadelphia’s first to both Brazil and South America – will help not only businesses based in the tri-state region of Delaware, New Jersey and Pennsylvania to more effectively participate in the fast-growing Brazilian market, but it will directly help us at Shire when traveling between these two vibrant regions. As a global specialty biopharmaceutical company that works to enable people with life-altering conditions to lead better lives, Shire’s business focus includes growing our operations in South America, and this service proposed by US Airways will allow us to more efficiently achieve our mission, ultimately helping patients and their families who may benefit from Shire’s medicines.

The US Airways proposal, making Philadelphia International Airport America’s newest Brazilian gateway, would extend to this region the benefits that other regions of the country have enjoyed for years. Greater Philadelphia is the fifth largest metropolitan area in the United States and the largest without scheduled nonstop service to South America. In addition to increased value for businesses, our tourism industry across the greater Philadelphia region would also benefit, allowing us to welcome a growing number of visitors from South America to the City of Brotherly Love. Without a doubt, this proposed US Airways Philadelphia / Sao Paulo service will help build business and cultural ties between these two important international markets, and be a major improvement over the current travel options that require flight and/or surface travel connections.

As a proud corporate citizen of the Philadelphia region, Shire supports this proposed US Airways application and respectfully requests its expeditious review and approval.

Thank you for your consideration of this perspective, and of your review of this important travel enhancement that will benefit the greater Philadelphia community in numerous ways. Please contact me if I can offer additional insight or if you have any questions.

Yours sincerely,

Matthew P. Cabrey
Global Corporate Affairs & Community Partnerships
Shire
484-595-8248
mcabrey@shire.com

CC: Mark Gale, CEO, Philadelphia International Airport
    Steve Johnson, EVP, Government Affairs, US Airways
    Fred Karl, Shire Travel Services
May 1, 2013

The Honorable Ray LaHood
Secretary
U.S. Department of Transportation
1200 New Jersey Avenue, SE
Washington, DC 20590

Re: Application of US Airways

Dear Secretary LaHood:

On behalf of the City of Philadelphia, I wish to support the US Airways application for the frequencies to offer a daily Philadelphia – Sao Paulo service. The proposed service – Philadelphia's first to both Brazil and South America -- would provide a direct connection between Philadelphia, the nation’s 5th largest metropolitan area and a major business center on the East Coast, and Brazil, a nation of increasing stature in the global marketplace.

Currently, the Philadelphia region is the largest metropolitan area in the United States without scheduled nonstop service to South America. Home to a wealth of Fortune 500 companies and businesses in a broad range of industries, Greater Philadelphia would covet nonstop air service to a major South American marketplace such as Brazil. Filling this significant gap in international air service would be a tremendous boost to the many global businesses in the Philadelphia region as well as industries and businesses that benefit from international visitors and travel.

The establishment of nonstop air service between Philadelphia – San Paulo would be significant for our region’s tourism industry. Greater Philadelphia would become a port of entry for a growing number of visitors from South America, who would have unprecedented access to America’s birthplace and one of our nation’s most culturally and historically rich regions. The proposed nonstop service would be a major improvement over the current connections over intermediate hubs or travel by surface to and from the airports of New York City.

As residents of the Greater Philadelphia region, we take great pride in the evolution of our community. As the site for the signing of the Declaration of Independence, Philadelphia has played a disproportionately significant
role in the growth of our nation. The City’s vigorous pursuit of ties to Brazil, our large international student population, and the increasing interest of the region’s businesses in South America, symbolize a cosmopolitan and global focus that we believe will strengthen both our economic and cultural position in the world. The US Airways Philadelphia–Sao Paulo service would be the most tangible evidence of Greater Philadelphia’s emergence as a center of international excellence. It also represents a dramatic benefit enabled by the large public investments in Philadelphia International Airport, especially the International terminal, which opened in 2003.

The US Airways proposal, making Philadelphia International Airport America’s newest gateway, would extend to this region the benefits that other regions of the country have enjoyed for years. We respectfully submit that the major economic benefits to our community and the United States justify an expeditious approval of the US Airways application.

Thank you for the opportunity to contribute to a matter of such importance for the greater Philadelphia business community.

Sincerely,

Meryl Levitz
President & CEO

Cc: Stephen Johnson, Executive Vice President, Corporate and Government Affairs, US Airways
Rina Cutler, Deputy Mayor, Transportation and Utilities, City of Philadelphia
Alan Greenberger, Deputy Mayor, Economic Development and Director of Commerce, City of Philadelphia
Mark Gale, Chief Executive Officer, Philadelphia International Airport
May 3, 2013

The Honorable Ray LaHood
Secretary
U.S. Department of Transportation
1200 New Jersey Avenue, SE
Washington, DC 20590

Re: Application of US Airways

Dear Mr. Secretary:

On behalf of The Children’s Hospital of Philadelphia (CHOP), I am writing to support US Airways’ application for the frequencies to offer a daily non-stop Philadelphia – Sao Paulo service. The proposed service – Philadelphia’s first to both Brazil and South America, would help us and our region’s businesses participate in the fast-growing Brazilian market. CHOP is the nation’s largest pediatric healthcare network, with 50 locations employing over 13,000 people, and home to a growing International Medicine program, which coordinated care for approximately 300 children from 47 different countries throughout the world in fiscal year 2012.

We have been increasingly engaged in collaborations in numerous countries throughout Latin America, and recently begun a strategic roadmap of activities in Brazil with leading centers in the healthcare, education, and government sectors. The vast majority of our efforts are likely to be centered in or near Sao Paulo. Accordingly, we anticipate traveling to Brazil with increased regularity in the coming years.

In addition, Greater Philadelphia’s tourism industry would also benefit, as the region would become a port of entry for a growing number of foreign visitors from South America. The proposed nonstop service would be a major improvement over the current connections through intermediate hubs or travel by surface to and from the airports of New York City.

Our region’s vigorous pursuit of ties to Brazil, our large international student population at our 101 colleges and universities, and the growing activities of CHOP’s and the region’s other businesses in South America symbolize a more cosmopolitan and global reach that will enrich our economic growth and culture. The US Airways Philadelphia – Sao Paulo service would help build business and cultural ties between these two important international markets. It also represents a dramatic benefit enabled by the large public investments in the Philadelphia International Airport, particularly the International Terminal, which opened in 2003.
The US Airways proposal, making Philadelphia International Airport America’s newest Brazilian gateway, would extend to this region the benefits that other regions of the country have enjoyed for years. Greater Philadelphia is the fifth largest metropolitan area in the United States and the largest without scheduled nonstop service to South America. We respectfully submit that the major economic benefits to our community and the United States justify an expeditious approval of the US Airways application.

We expect that direct flights to Sao Paulo will greatly increase the likelihood that our travel to South America and Brazil will originate in Philadelphia which will support our efforts to provide world-class healthcare for children. Thank you for the opportunity to provide comment in support of this important effort.

Sincerely,

[Signature]

Peter M. Grollman, Vice-President
Government Affairs, Community Relations & Advocacy

C: Mark Gale, CEO, Philadelphia International Airport, 8000 Essington Avenue, Philadelphia, PA 19153
   Steve Johnson, EVP Government Affairs, US Airways, 111 West Rio Salado Parkway, Tempe, AZ 85281
May 2, 2013

The Honorable Ray LaHood
Secretary
U.S. Department of Transportation
1200 New Jersey Avenue, SE
Washington, DC 20590

Re: Application of US Airways

Dear Secretary LaHood:

This is Roger LaMay, general manager of 88.5 WXPN-FM, a Philadelphia-based public radio station licensed to the University of Pennsylvania and a national leader Triple A noncommercial radio. Having just returned from a trip to Brazil and Argentina, I am writing to offer my support for US Airways’ application to provide non-stop service between Philadelphia International Airport and Sao Paulo, Brazil. From the National Constitution Center to the Palestra to the Philadelphia Museum of Art and Barnes Foundation, the Philadelphia region is lucky to have such a multi-faceted, vibrant culture that is rich with historical and artistic significance. Our City’s dynamic music scene, education sector and medical facilities are among the best in the country. These various threads weave together to form a truly unique American city.

My trip, undertaken with a large group of station members to explore the musical culture in Brazil and Argentina, opened my eyes to that region’s vibrant cultural scene as well.

By granting US Airways’ application to provide non-stop direct service between Philadelphia and Sao Paulo, the Department of Transportation would help create an opportunity for local residents to build an even stronger cultural exchange with visitors from South America. I also anticipate that this interchange, which I experienced firsthand last week, would also yield a more personal connection, as families and friends would take advantage of our airport’s newest international destination. The potential value—both cultural and economic, as the tourism industries of both Philadelphia and Brazil would benefit—is intriguing and exciting.

I was happy to learn that US Airways would be submitting an application to begin offering service to and from Sao Paulo, and I respectfully ask that the Department of Transportation approve this request. Thank you for your time and consideration.

Sincerely,

Roger LaMay
General Manager, 88.5 WXPN
May 2, 2013

The Honorable Ray LaHood  
Secretary  
U.S. Department of Transportation  
1200 New Jersey Avenue, SE  
Washington, DC 20590

Re: Application of US Airways  

Dear Mr. Secretary:

On behalf of TE Connectivity and its approximately 6000 employees in Pennsylvania and Brazil, I am writing to support US Airways’ application for the frequencies to offer a daily non-stop Philadelphia – Sao Paulo service. The proposed service – Philadelphia’s first to both Brazil and South America, would help TE with our frequent travel between the two cities and to other cities in South America, as well as support for the needs of our customers and suppliers. It would also benefit our region’s other businesses and their participation in the fast-growing Brazilian market. The proposed nonstop service would be a major improvement over the current connections through intermediate hubs or travel by surface to and from the airports of New York City.

The region’s vigorous pursuit of ties to Brazil, our large international student population at our 101 colleges and universities, and the growing activities of the region’s businesses in South America symbolize a more cosmopolitan and global reach that will enrich our economic growth and culture. The US Airways Philadelphia – Sao Paulo service would help build business and cultural ties between these two important international markets.

Greater Philadelphia is the fifth largest metropolitan area in the United States and the largest without scheduled non-stop service to South America. The US Airways proposal, making Philadelphia International Airport America’s newest Brazilian gateway, would extend to this region the benefits that other regions of the country have enjoyed for years. We respectfully submit that the major economic benefits to our community and the United States justify an expeditious approval of the US Airways application.

Thank you for your consideration of this application, which is important to TE Connectivity and the entire greater Philadelphia business community.

Sincerely,

Thomas J. Lynch

C: Mark Gale, CEO, Philadelphia International Airport  
Steve Johnson, EVP Government Affairs, US Airways  
Joann Piccolo, Vice President Global Government Affairs, TE Connectivity
May 3, 2013

The Honorable Ray LaHood
Secretary, U.S. Department of Transportation
1200 New Jersey Avenue, SE
Washington, DC 20590

Application of US Airways

Dear Secretary LaHood:

On behalf of the Greater Philadelphia Hispanic Chamber of Commerce, I write to ask that the Department of Transportation approve US Airways’ request to initiate non-stop service between the Philadelphia region and Sao Paulo, Brazil.

Though Philadelphia International Airport (PHL) does not yet provide such a connection to Brazil (or anywhere in South America, for that matter), I believe that several regional economic trends ensure that our City would maximize this opportunity.

Non-stop service between Philadelphia and Sao Paulo would be a substantial boon for our regional tourism industry and would satisfy our City’s longstanding desire for a more direct route to and from South America. With our iconic historical symbols such as the Liberty Bell and National Constitution Center, service between Philadelphia and Sao Paulo would initiate a vibrant cultural exchange, as PHL bolsters its international offerings and South American visitors gain a unique, dynamic landing point here in the United States.

Our world-class educational institutions and large international student population would greatly benefit from opportunities for more direct travel to a new, exciting part of the world. And as Philadelphia expands from a manufacturing hub to a leader in the medical, technology and sustainability fields, the opportunity for non-stop travel to the heart of one of the world’s most dynamic economies will open up seemingly limitless business and growth potential for local companies. Because so many Chamber businesses are keenly aware of and impacted by the global marketplace, I believe this new service would be enthusiastically embraced by our membership.

In light of these exciting potential benefits for the local tourism and hospitality industry, as well as the chance to finally provide service from Philadelphia to South America, I ask that the Department of Transportation approve US Airways’ application to provide non-stop service between Philadelphia International Airport and Sao Paulo, Brazil.

Please contact me to discuss this significant opportunity in more detail.

Truly,

Varsovia Fernandez
President & CEO